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The Purchasing Agent will Get "Told Off" Oct. 23 in Dayton

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9-15-58

The purchasing agent will get "told off" Oct. 23 in Dayton.

And he will have an opportunity to answer the "charges."

It's all part of a new idea being introduced into the third annual procurement conference in that southwestern Ohio city this month (October) co-sponsored by the University of Dayton and the Dayton Association of Purchasing Agents.

A two-day meeting is scheduled at the Empire Ballroom of the Hotel Miami, Oct. 23-24. Some 100 purchasing agents are expected.

This "telling off" procedure will take place when three panel members, representing sales, top management and engineering, discuss "As We See The Procurement Function and The Purchasing Agent." On the panel will be Stuart Arnett, owner of Arnett Enterprises and president of the Dayton Sales Executives Club; E. C. Ebeling, vice president and general manager of the Leland Electric Co. in Dayton, and Bruce M. Geiger, assistant chief engineer and chief inspector at Hobart Manufacturing Co., Troy, O.

This is but one highlight of the program which again this year will feature the dean of industrial procurement, Dr. Howard T. Lewis, professor emeritus of the Harvard Graduate School of Business Administration. The conference is for procurement personnel and others whose operations might benefit from a better understanding of the latest techniques, systems, procedures and policies in industrial procurement and materials management.

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In addition to this "tell 'em off" panel, two group discussion sessions are expected to arrive at some interesting points. The first, led by Dr. Lewis, will delve into purchasing forms--the good and better features of those submitted by area firms and those attending the conference. The second, with Ted R. Thompson as discussion leader, will look at procurement policies employed by some of the companies represented at the meeting. Mr. Thompson is a buyer at AeroProducts Operations, Allison Division, General Motors Corporation, in Dayton.

In connection with the study of purchasing forms, Conference manager John B. Steinbruegge of the University of Dayton sends an invitation to any company in the circulation area of the Midwest Purchasing Agent that wishes to take part to send along forms it uses in its complete purchasing operation. These, along with those supplied by persons attending, will form the basis of the discussion.

Other persons on the program will include Chester W. Ellingson, director of purchases for apparatus products divisions, Westinghouse Corporation; George Lebert, Purchasing director at the Standard Register Co. in Dayton; C. Warner McVicar, director of purchasing and traffic, Rockwell Manufacturing Co., Pittsburgh; and Richard S. Rice, director of purchases, Clyde Division, Whirlpool Corporation.

Further information and registration forms may be obtained by contacting Mr. Stienbruegge at the University. Individual registrations, which includes lunch on both days, are \$35.00.

Dayton Procurement Conference -- 3

The complete program: